programming to their viewers. Small cable television systems are at a disadvantage competing with DBS systems or other telecommunications entities that have the ability to transmit hundreds of video signals.

The TelQuest applications are in aid of a DBS system that, as part of its business plan, will enable small cable systems, wireless cable systems, and small telephone companies to provide subscribers with a competitive alternative to other technologies. A small cable system will be able to receive multiple channels of digitally compressed programming and, using vacant channel capacity, or with a modest investment in plant to upgrade capacity, provide the programming to subscribers. The result is the equivalent of an instant expansion of channel capacity. No investment in costly compression technology is needed. Little or no investment in cable plant is needed. The cable operator would merely install set-top boxes to decompress and convert digital to analog signals. A cable system using these compressed signals would make a choice of programs, and manage its own marketing program and subscriber billing. TelQuest intends to use open architecture hardware, allowing consumers to buy from a greater number of manufacturers and distributors. This proposal is, essentially, a further refinement of TCI's original concept of Headend in the Sky ("HITS").

CATA's position on the TelQuest system is consistent with its comments in the recent Advanced Communications Corporation proceeding. There we emphasized that our support of Advanced was in furtherance of the eventual deployment on the Primestar satellite for use in offering HITS. We noted that a focal point of Commission activity for many months had

been to alleviate the regulatory burdens on small cable systems to enable them to attract the capital necessary to compete with other multi-channel video providers. HITS would make such competition possible and we continue to support that proposal. We note that Western TCI has filed a similar application with the Commission and CATA intends to support that application as well. Both TelQuest and HITS are designed to enable small cable systems, among others, to deliver packages of compressed digital programming to their subscribers. This permits systems to tailor these packages of programs to the system's individual needs and capacities. Without the ability to obtain such service, small and rural systems simply cannot compete with other multi-channel video providers.

TelQuest would provide competition to other DBS systems, enable small cable systems to compete with DBS systems, wireless systems and telephone companies, and permit wireless systems to compete with DBS, cable and LMDS systems. Thus this proposal would provide an infrastructure that would facilitate competition across all current multichannel video industries.

By granting the above-captioned applications, the Commission would be promoting widespread competition. It has been CATA's position that, given the opportunity to compete, small cable systems will not only survive, but prosper. Of course, the ultimate beneficiary of competition is the public.

CATA strongly supports the TelQuest applications and urges the Commission to give it favorable and expeditious consideration.

Respectfully submitted,

CABLE TELECOMMUNICATIONS ASSOCIATION

James H. Ewalt

CABLE TELECOMMUNICATIONS **ASSOCIATION** 3950 Chain Bridge Road P.O. Box 1005

Fairfax, VA 22030-1005

(703) 691-8875

April 26, 1996

46576

Third, no matter how many channels a consumer has, he or she is not well served if there is no local programming. It is vital that in the rush to provide more and more quantity, companies not lose track of quality. TelQuest business plan includes integrating an independent provider's local programming with digital, compressed national programming. Once again, consumers win — they get high-quality programming, including their local favorites, without paying higher rates.

Fourth, companies that can provide direct-to-home service, as TelQuest will be able to, further the goals of universal service. Ten of thousands of consumers are unable to benefit from the advances of subscription television because of insufficient penetration or line-of-sight restrictions. DTH service eradicates those barriers. Once again, the more players competing to offer this kind of service (particularly when they are teaming up with a local provider), the better.

The Television Viewers of America actively supported the Telecommunications Act of 1996. We continue to support the goals of that legislation by continuing to fight for increased competition in all communications markets.

We see TelQuest's application as a logical extension of bringing about that competition. I strongly urge the Commission to grant TelQuest a license to provide this service.

Respectfully submitted,

Gary Frink President

Television Viewers of America

cc:

Tom Tycz Joslyn Read Troy Tanner

SULLINS, JOHNSTON, ROHRBACH & MAGERS

ATTORNEYS AT LAW
(A Professional Corporation)

3701 KIRBY DRIVE, SUITE 1200 HOUSTON, TEXAS 77098 713/521-0221

KEU.

MARGUERE B. GRIFFITH
H. DAN JOHNSTON
JAMES G. GUMBERT
JOHN P. BENZ
T. DANIEL HOLLAWAY
LAMAN JOHNSTON
JOANNE J. DOHRSTY
LONGER HOWALLE BENYALL

FAX 713/521-3242

APR 2 6 1996

OF COUNSEL:

FEDERAL COMMISSION OF SEARCH ARY

GOV. BILL DANIEL MARSHALL MACK ARNOLD

Board Cartified, Texas Board of Legal Specialization

April 26, 1996

DELIVERED BY HAND

ESTATE LAW

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, NW
Washington, D.C. 20006

RE: Applications of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96

Dear Mr. Caton:

As a member of the White House Conference on Small Business, I helped define the goals and priorities of America's small businesses at last summer's conference. One of the highest priorities we set was increased competition in the communications industry.

The first major step toward meeting that priority was the passage of the Telecommunications Act of 1995, a piece of legislation of the Conference strongly supported. The next step is seeing the intent of the legislation through and giving more companies a chance to compete in the communications industry.

I believe that TelQuest, as an entrepreneurial venture, will help level the playing field for smaller service providers. This kind of competition is exactly what the Act was intended to promote and precisely the sort of initiative the Conference hoped for when it endorsed passage of the legislation.

The entrance of companies like TelQuest into the video programming market will help ensure small businesses are able o compete effectively. With TelQuest in the market, smaller companies will be able to offer the same services as the large cable companies and at competitive prices. Independent cable companies will have access to affordable national programming without folding into one of the large cable conglomerates.

Mr. William F. Caton Page 2

Keeping small businesses competitive in the market has benefits for consumers as well. More competition means consumers have more choices, forcing prices down.

I support TelQuest's application with the FCC and hope that more companies will follow TelQuest's lead in developing business models that allow for more participation by small businesses.

Sincerely,

Joanne J. Doherty



CR ut Pounder
Turry Ness, CPC

Parking | Parking | CPC

Was Prophest and Manage of Generalism Teams Colvin

Sandar Transpre

Parmament Division Plantaget Bassialista Varianne Carter Wyn Hoffman

Tungerary Division

<u>Baselana Sepervisors</u>

Tomma Calvin

iz Moran

Administrative Assistant Sonja Nance Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, NW
Washington, D.C. 20006

RECEIVED

'APR 2 6 1996

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

April 26, 1996

Re: Application of TelQuest Ventures, L.L.C. for Authority to Establish Earth Stations for Operation with Canadian DBS Satellites, File Numbers - 758-DSE-P/L & 759-DSE-L-96

Dear Mr. Caton:

I am writing as a past-president of the National Association of Women Business Owners (with over 30,000 members) and a small business owner, to ask you to approve TelQuest's application to offer digital video programming.

As an entrepreneurial start-up company offering consumers a choice of cable programming, TelQuest plans to offer the type of competition envisioned by the authors of the Telecommunications Act of 1996. In fact, companies like TelQuest represent the future of communications in forging the way for other independents to enter markets formerly barred to all but large, generously capitalized corporations.

TelQuest's services will allow smaller, independent cable companies to integrate local programming with affordable, digital, national programming and thus be able to effectively compete in the market. The presence of a company providing digital, compressed programming also lowers entry barriers and start-up costs for smaller companies. The net result: more businesses get a chance to compete and consumers benefit from a choice of affordable cable programming.

As a small business owner, I am well aware of the obstacles facing small businesses today. It is critical to allow all

Permanent & Temporary Personnel

communications providers to enter markets under the same rules and at the same time. That's the fastest, fairest way to spur real competition and to minimize bureaucratic delays.

Small business is the engine driving American jobs and economic growth. We simply cannot afford to wait any longer for the benefits of the communications revolution: lower prices, new services and greater access.

Thank you for your consideration. Please do not allow the cable companies to use this application as a way to further delay true competition in the video programming market.

Respectfully submitted,

Terry Neese

Past President

National Association of Women Business Owners

TN/sn





S. Abeles, CPA, MA American Institute of CPA's C. Folkersk, CPA

C. Jordan, CPA Private Co. Practice Section
J. Brengi, CPA, MA Tax Division Arinona Society of CPA's

RECEIVED

APR 2 6 1996

April 24, 1996

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

Delivered by hand

Mr. William F. Caton Acting Secretary Federal Communications Commission 2000 M Street NW Washington, D.C. 20006

Re: Applications of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-PL-96 and 759-DSE-L-96

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Last summer, nearly 2,000 small business owners including myself met at the White House to highlight the key issues for small businesses. One of our top priorities was communications reforms that increased competition. Now that reform legislation has passed, I am encouraged to see companies like TelQuest entering markets and providing additional competition.

TelQuest's entrance into the market is a double win for small businesses. First, I always cheer when an entrepreneurial venture challenges the dominance of larger companies. TelQuest's attempt to enter the market is a strong indication that the satellite TV market isn't for established names only.

Second, and equally important, TelQuest's business model allows smaller, independent service providers to thrive in a competitive environment without becoming an affiliate of a larger cable company. Independent providers need access to digital, national programming in order to match larger companies in channel capacity and price, without giving up their unique local programming.

Satellite television programming is a market with tremendous potential for small business. Approving TelQuest's application means more opportunities for small and growing businesses in this critical field.

Sincerely,

Sandra A. Abalos

Sandra a. abalos



April 26, 1996

RECEIVED

APR 2 6 1996

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, NW
Washington, D.C. 20006

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

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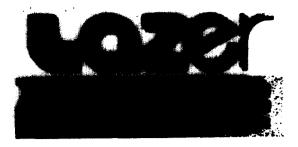
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Keeping small businesses competitive in the market has benefits for the consumer as well. More competition means consumers have more choices, forcing prices down.

I support TelQuest's application with the FCC and hope that more companies will follow TelQuest's lead in developing business models that allow for more participation by small businesses.

Sincerely,

Lynne Behnfield



3821 Valley View, Suite 269 • Las Vegas, Nevada 88102 (702) 871-5511 • (860) 873-8736 • Fax (702) 876-1092

REGENTER

'APR 2 6 1996

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

Delivered by Hand

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street NW
Washington, DC 20006

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I support TelQuest's application with the FCC and hope that more companies will follow TelQuest's lead in developing business models that allow for more participation by small businesses.

Sincerely,

Carolyn W. Stephens

President



We Do Catalogs!

April 26, 1996

Delivered by hand

Mr. William F. Caton
Acting Society
Federal Communications Commission
2000 M Street, NW
Washington, D.C. 20006

RECEIVED

'APR 2 6 1996

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

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Sincerely



April 24, 1996

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, N.W.
Washington, D.C. 20006

RECEIVED

APR 2 6 1996

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF SECRETARY

RE: 756-DSE-P/L-96 and 759-DSE-L-96

Dear Mr. Caton:

I am writing to support an application filed by TelQuest Ventures, L.L.C. for a license to provide subscription television service.

The satellite television market is a critical cutting edge field. As the market matures and changes in accordance with new legislation and regulations, it is imperative that small businesses have an opportunity to compete.

After examining TelQuest's business plan, I am confident that its entrance into the market will enhance small businesses opportunity to compete. A host of companies — from existing and new wireline and wireless cable providers, to phone companies and utilities - now have clearance to enter the subscription selevision market. TelQuest will give these new players a way to compete with the established industry leaders.

As a small business owner, I know the requirements for starting a business: reasonable start-up costs, high-quality products and competitive pricing schedules. This is especially true in a business as risky as satellite television. Partnering with a company that can reduce the start-up costs and deliver quality programming at affectable prices is one of the only way local providers can grow and new providers can get started. TelQuest is one such company.

High-tech industries move quickly and leave small windows of opportunity. I urge the FCC to grant TelQuest's application and give small businesses an opportunity to compete.

Respectfully submitted,

Praid - Krong

3300 Rice Street, Suite 6

Miami, Florida 33133
Tel: (305) 461-5541 • Fax: (305) 461-2271

RECEIVED

'APR 2 6 1996

April 24, 1996

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

Mr. William P. Caton Acting Secretary Federal Communications Commission 2000 M Street, NW Washington, D.C. 20006

Dear Mr. Caton:

RE: Application of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96

I am writing on behalf of TelQuest, an energetic, start-up telecommunications firm that typifies the American entrepreneurial spirit. Unfortunately, this remarkable young company has run up against a typical obstacle -- opposition from monolithic, long-established cable corporation and future competitor.

TelQuest has applied to the FCC for an uplink license for its earth stations. That license will enable TelQuest to provide competitive Direct Broadcast Satellite service and programming, lowering the threshold for market entry by smaller, independent companies. The start-up costs to these firms would be modest and in return they would receive a broad array of high quality programming. In other words, TelQuest would let the little guys compete.

Which is why the big guys are opposing the TelQuest license so aggressively.

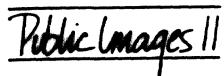
As a small business owner, I sympathize with the expensive David and Goliath battle TelQuest is being forced to fight. This fight is unnecessary. TelQuest is a good company with a worthy product that would benefit consumers as well as our economy. Depriving this company of a license is of no benefit to anyone except the cable giants.

Most of the great communications inventions of our time were created in the garages and workshops of bright, young entrepreneurs. I urge you to give TelQuest a fighting chance to join those ranks by approving their application for license.

Sincerely

Sandra Hernandez Adams

President



MARKETING & PUBLIC RELATIONS COMMUNICATIONS

1464 Garner Station Blvd., Suite 144 Raleigh, NC 27603-3634 (919) 639-2218 Fax (919) 639-8635 VM (919) 517-2509

April 26, 1996 Delivered by hand

RECEIVED

APR 2 6 1996

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M. Street, NW
Washington, D.C. 20006

FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

Re: Applications of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96

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TelQuest's entrance into the market is a double win for small businesses. First, I always cheer when an entrepreneurial venture challenges the cominance of larger companies. TelQuest's attempt to enter the market is a strong indication that the satellite TV market isn't for established names only.

Second, and equally important, TelQuest's business model allows smaller, independent service providers to thrive in a competitive environment without becoming an affiliate of a larger cable company. Independent providers need access to digital, national programming in order to match larger companies in channel capacity and price, without giving up their unique local programming.

Satellite television programming is a market with tremendous potential for small business. Approving TelQuest's application means more opportunities for small and growing businesses in this critical field.

Very truly yours,

Delicate L. June

Principal



Delivered by hand

April 24, 1996

Mr. Wittiam F. Canton Acting Secretary Federal Communications Commission 2000 M Street, NW Washington, D.C. 20006 RECEIVED

APR 2 6 1996

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF SECRETARY

RE: Applications of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96

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Sincerely,

Vivian L. Shimovama

President



Stella Black

Real Property Consultants, Inc.
134 North LaSalle Street, Suite 1208
Chicago, Illinois 60602
(312) 701-0079
(Fax) (312) 332-5883

April 26, 1996

Mr. William F. Caton Acting Secretary Federal Communications Commission 2000 M Street, NW Washington, D.C. 20006 RECEIVED

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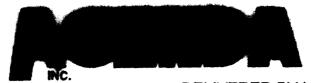
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Satellite television programming is a market with tremendous potential for small business. Approving TelQuest's application means more opportunities for small and growing businesses in this critical field.

Sincerely,

Stella Black
Stella Black



April 26, 1996

DELIVERED BY HAND

RECEIVED

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, NW
Washington, DC 20006

APR 2 6 1996

FEDERAL COMMUNICATIONS SEVEMENTONS
OFFICE OF SECRETARY

Re: Applications of TelQuest Ventures, L.L.D. for authority to establish earth stations for operation with Candaian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96.

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Their attempt to enter the market is a strong indication that the satellite TV market isn't for established names only and their business model allows smaller, independent service providers to thrive in a competitive environment without becoming an affiliate of a larger cable company.

There is a tremendous potential for small business in satellite television programming. Approving their application means more opportunities for small and growing businesses in this critical field.

Sincerely.

AGENDA DYNAMICS, INC.

Janet Harris-Lange,

President



Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, NW
Washington, D.C. 20006

APR 2 6 1996

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF SECRETARY
April 26, 1996

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Re: Applications of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96

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Most of the great communications inventions of our time were created in the garages and workshops of bright, young entrepreneurs. I urge you to give TelQuest a fighting chance to join ranks by approving their application for a license.

Sincerely,

Carol H. Johnson, Pres.



April 25, 1996

RECEIVED

'APR 2 6 1996

Delivered by hand

Mr. William F. Caton Acting Secretary Federal Communications Commission 2000 M Street, NW Washington, DC 20006 FEDERAL COMMUNICATIONS COMMISSION OFFICE OF SECRETARY

Dear Mr. Caton:

Re: Applications of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96

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I support TelQuest's application with the FCC and hope that more companies will follow TelQuest's lead in developing business models that allow for more participation by small businesses.

Sincerely,

Kathy Donoghue General Partner



April 24, 1996

RECEIVED

APR 2 6 1996

FEDERAL COMMUNICATIONS CONTRIBUTED.

OFFICE OF SECRETARY

Delivered by Hand

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, NW
Washington, D.C. 20006

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I believe that TelQuest, as an entrepreneurial venture, will help level the playing field for smaller service providers. This kind of competition is exactly what the Act was intended to promote and precisely the sort of initiative the Conference hoped for when it endorsed passage of the legislation.

The entrance of companies like Tel Quest into the video programming market will help ensure that small businesses are able to compete effectively. With TelQuest in the market, smaller companies will be able to offer the same services as the large cable companies — and at competitive prices. Independent cable companies will have access to affordable national programming without folding into one of the large cable conglomerates.

Keeping small businesses competitive in the market has benefits for the consumer as well. More competition means consumers have more choices, forcing prices down.

I support TelQuest's application with the FCC and hope that more companies will follow TelQuest's lead in developing business models that allow for more participation by small businesses.

Sincerely.

Whitney Johns

Solomon and Robinson

ATTORNEYS AT LAW

April 26, 1996

BARBARA DAVIS SOLOMON SARA M. ROBINSON

Delivered by hand

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
2000 M Street, N.W.
Washington, D.C. 20006

Suite 400 1775 Pennsylvania Avenue, N.W. Washington, D.C. 20006 202/467-0842 FAX: 202/467-0317

RECEIVED

APR 2 6 1996

FEDERAL COMMUNICATIONS CONTROL
OFFICE OF SECHETARY

Re: Applications of TelQuest Ventures, L.L.C. for authority to establish earth stations for operation with Canadian DBS satellites, File Nos. 758-DSE-P/L-96 and 759-DSE-L-96

Dear Mr. Caton:

As a member of the White House Conference on Small Business, I helped define the goals and priorities of America's small businesses at last summer's conference. One of the highest priorities we set was increased competition in the communications industry.

The first major step toward meeting that priority was the passage of the Telecommunications Act of 1995, a piece of legislation the Conference strongly supported. The next step is seeing the intent of the legislation through and giving more companies a chance to compete in the communications industry.

I believe that TelQuest, as an entrepreneurial venture, will help level the playing field for smaller service providers. This kind of competition is exactly what the Act was intended to promote and precisely the sort of initiative the Conference hoped for when it endorsed passage of the legislation.

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Sincerely, Delana Deiris Doman

Barbara Davis Solomon

EXHIBIT 7

Failure to communicate

When Telesat Canada's Anik E1 satellite went down last month, broadcast customers started asking questions about the company's reliability and its plans to sell most of the space on future satellites to American users. They're still waiting for the answers.

MY PREDER DALSERS

The Financial Pust

On March 26, Ken Lane was listening to an audio feed in the control room of Canadian Satellite Communications Inc.'s bub in suburban Toronto when a strange sound suddenly came over the airwaves.

"I thought, "Gee, that sounds like the same noise as the one when the satellite went down last time," says Cancom's assistant director of operations.

Lane, who monitors banks of screens displaying the TV signals Cancom broadcasts to its cable customers, then had his worst suspicion confirmed. "I looked up at the screens just in time to see the last of them turn black. Then I felt my heart stop."

The Anik E1 failure, Telesat Canada's third technical failure in four years, was notable not only for its immediate impact, but its timing. The failure, which caused the satellite to lose about two-thirds of its channel capacity, caused pulpitations in the control rooms of all its customers.

And the fact that it came less than a week after the company revealed plans to launch four new satellites, at approximately \$400 million each, with American partners, is causing Telesat more than a little distress.

Canada's only domestic satellite company is under fire for supposedly cutting secret deals to sell off valuable space to Americans. In return for the financing to get the satellites aloft, the Americans apparently would get most of the broadcasting slots, or transponders, on the satellites

Ironically, in an industry where instant communications is the goal, Telesat isn't saying a word.

"Maybe Telesat's got a great deal," says one industry observer. "But, why aren't they doing some damage control and talking about it."

Under the deal with U.S. partners Tele-Communications. Inc. and Tele-Quest Ventures I.I.C. Telesat hopes to put satellites in two of Canada's eight space slots, fixed points from which satellites can beam down signals over a geographical area that runs from Alaska to Mexico and from Hawaii to Puerto Rico.

Telesat would benefit by launching the next generation of satellites without having to come up with \$1.6 billion entirely on its own. For their part, TCI and TeleQuest would get access to valuable transponder space, now very scarce in the U.S.

In fact, those spots are so rare that last January long-distance carrier MCI Telecommunications Corp. paid USSGES million to grab the last U.S. orbital slot far its satellite.

In Ottawa, Industry Canada, which controls Canada's space slots for the government, was "excited" when Telesat outlined its plans to government officials a month ago, says Michael Binder, assistant deputy minister of industry.

Finally someone wanted to make use of them," he says, "We've had those orbital slots for 13 years and we never heard a mournair of interest in that real estate from anyone."

Indeed, no one griped about Telesal's plans, even though it would have been the first time that Canadian satellite space was earmarked for